CONTROLLED-KEY

Comptometer

REG TRADE MARK

ADDING AND CALCULATING MACHINE

If not made by
Felt & Tarrant,
it's not a
Comptometer

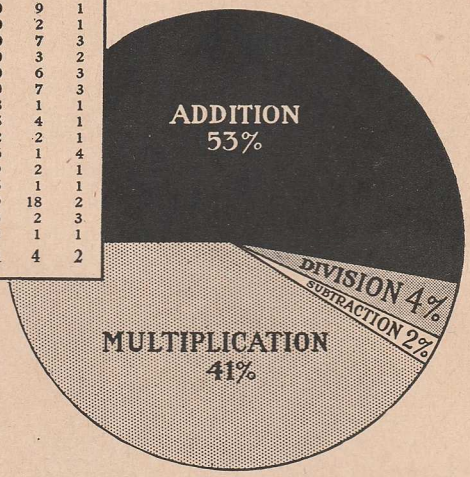
FELT & TARRANT MFG. CO.
1713-35 North Paulina Street
CHICAGO, ILLINOIS

Table showing
Per Cent of time spent on
Addition — Multiplication
Division — Subtraction

	Add.	Mult.	Div.	Sub.
Foundry	40	50	5	5
Wholesale Paper	55	43	1	1
Dairy	56	40	2	2
Wholesale Dry Goods	53	39	5	3
Mfg. Chemists	75	20	3	2
Life Insurance Co.	65	32	2	1
Retail Dry Goods	68	26	4	2
Wholesale Groceries	49	43	4	4
Mfrs. Varnish	38	56	2	4
Hardware Mfrs.	48	48	2	2
Retail Hardware	50	40	9	1
Shoe Manufacturers	57	40	2	1
Wholesale Hardware	20	70	7	3
Wholesale Drugs	75	20	3	2
Carburetor Co.	51	40	6	3
Mail Order House	60	30	7	3
Retail Tea Co.	50	48	1	1
Fire Insurance Co.	60	35	4	1
Lithographing Co.	65	32	2	1
Plumbing Supply Co.	39	56	1	4
Lumber Co.	68	29	2	1
Wholesale Cigars	53	45	1	1
Steel Co.	41	39	18	2
Auto. Specialty Co.	50	45	2	3
Paint Co.	29	69	1	1
Average %	53	41	4	2

This table was compiled from information directly supplied by concerns in the lines of business indicated.

Graphically expressed, the relative amount of work found in each of the four operations, as represented by the average percentages of the table, is visualized in the diagram below.



How to select the right machine for your work

BEFORE buying an Adding or Calculating machine do you analyze your figure work to find out how much time is spent in your office on each of the four basic operations—Addition, Multiplication, Division and Subtraction?

Then do you test out the various types of machines to see which is best adapted to the *largest percentage* of your work?

Without this information the selection of the right machine must be more or less of a guess.

If an analysis of your figure work shows anything like the ratios disclosed in the 25 lines of business represented in the adjoining table, then more than 90% of your time is spent on Addition and Multiplication.

Obviously the most economical and serviceable machine will be the one capable of handling rapidly and accurately the largest percentage of your work.

Because of its widely recognized capacity for high speed and accuracy on Addition and Multiplication, the Comptometer fulfills this essential requirement.

Moreover, its practical utility for Division and Subtraction is attested by its extensive use on the general run of Cost and Percentage Calculations.

Let a Comptometer man demonstrate by a practical test how the Comptometer fits your job.

If not made by Felt & Tarrant, it's not a Comptometer

Felt & Tarrant Mfg. Co.

1713-1735 N. Paulina St., Chicago, Ill.

Marshall Field & Co., of Chicago, who have the largest single adding problem in the world in original figuring, use 253 Comptometers in adding and classifying sales.

They handle an average of 176,000 items per day.

8.37	.55	2.37	.84
.45	4.49	.45	.26
10.69	.87	5.34	.37
2.23	6.74	.26	.45
.55	.69	2.40	.68
21.13	2.35	.35	.42
.27	2.45	4.82	.67
4.88	.38	.64	.84
.97	.49	8.49	.35
8.34	5.63	.33	.67
3.20	.40	.25	.46
.75	7.24	2.35	.33
1.25	.17	.26	.26
2.46	4.26	3.34	1.49
.49	3.45	.46	.27
13.50	.34	5.36	1.34
5.76	2.88	.55	.37
.24	.45	3.49	.23
7.33	2.26	.88	.40
.46	.34	.65	.55

Simmons Hardware Co., St. Louis, are using 40 Comptometers on sales distribution and in Entry Dept.

They handle over 200,000 items per day.

6.67	44.75	35.75
4.50	38.75	62.15
4.07	9.69	7.80
5.38	28.40	15.25
.25	4.85	64.10
3.75	5.55	3.80
.45	37.50	4.66
3.25	25.80	27.50
.75	34.00	63.40
2.10	7.50	7.84
3.46	65.25	6.33
.55	8.75	45.00
2.40	37.65	38.50
5.25	50.00	27.75
4.62	4.25	56.50
2.15	1.25	6.95
.87	3.60	8.37
9.50	24.73	35.20
3.75	5.45	7.65
.83	43.27	2.30

The Graton & Knight Mfg. Co., Worcester, Massachusetts, the world's largest Manufacturers of leather belting, use 59 Comptometers on a great variety of work.

They add more than 57,000 items per day.

28.34	342.16	14.32
16.18	18.40	6.75
18.43	125.07	307.25
7.92	6.93	564.28
24.16	643.06	18.60
22.07	19.44	22.16
40.00	433.16	119.22
39.70	33.16	214.80
22.60	318.75	23.16
90.00	22.16	31.11
17.75	214.68	312.60
18.40	51.15	66.65
13.75	433.17	131.13
16.90	12.67	12.80
1.95	713.57	270.17
16.50	198.62	62.00
22.25	512.34	115.00
14.65	43.21	130.00
18.60	220.20	314.00
17.76	20.20	422.00

Wholesale Grocers and other Wholesalers use Comptometers for figuring Sales, Commissions and Profits.

Sales	Salesmen's Commission	Profit
3.45	.24	.61
24.95	2.80	6.00
26.70	1.60	5.24
3.40	.37	.36
31.46	2.65	3.16
7.40	.63	1.04
15.65	1.27	1.64
8.40	.96	.72
34.07	2.87	3.21
5.75	.23	.43
64.80	5.26	7.08
3.70	.28	.41
28.40	1.93	2.68
31.17	2.86	3.41
6.68	.62	.73
28.60	3.04	3.16
7.85	.39	.43
9.67	1.04	1.83
15.70	1.21	1.72
24.50	1.87	1.69

The Union Pacific Railroad Company, Omaha, Nebraska, uses 21 Comptometers in office of Auditors of Freight Accounts alone. During 6 days of the month they foot about 112,500 items per day.

Weight	Freight	Advances	Prepaid
278	$9.40	$4.70	$ .32
140	2.62	.68	3.30
233	5.91		5.91
150	3.60	.98	
265	3.91		
1024	25.07	7.61	6.62
180	10.41	2.75	
3848	91.77	25.27	
632	18.50		
136	1.96	.99	
2610	72.69	35.34	34.79
200	6.77	1.00	
70	3.18		
420	12.81	6.41	
465	10.75		10.75
540	7.24		
1265	37.00	11.04	6.00
581	18.85	5.70	
2054	50.40	15.22	14.06
5070	162.61	71.10	65.02

The Southern Bell Telephone Co. of Atlanta, use 110 Comptometers. One of the main uses is the adding of about 75,000 toll tickets daily.

.25	.40	1.15	.85
.45	.20	.35	.66
.35	.15	.40	.60
.65	.70	.60	.35
.40	.35	.95	.65
1.25	.85	2.10	.95
.15	1.55	.30	.80
.30	.50	.25	.75
2.25	.40	.75	.15
.25	.25	.60	.15
.45	2.10	.45	.05
.20	1.35	1.50	.20
.75	.65	.30	.10
.60	.45	.75	.25
.45	.85	.90	.25
2.40	1.45	.30	.70
.35	.60	2.25	.30
.55	.85	.15	.15
.75	.20	.60	.80
1.00	.35	.55	.45

Many Manufacturing Plants, Railroads and others have the adding of Hours and Minutes as well as money items.

Hours	Min.	Amount	Hours	Min.	Amount
43	10	$21 17	21	05	$10 08
27	05	11 20	14	10	5 10
64	15	43 12	32	08	22 25
5	23	2 78	3	11	1 35
17	42	7 62	9	21	3 50
18	15	9 07	9	08	4 53
37	06	14 75	19	03	7 65
45	12	17 40	23	07	8 70
8	29	6 12	4	15	3 06
14	37	7 59	7	16	3 80
16		8 00	8	10	4 00
42	15	24 15	21	11	12 08
65	40	32 85	33		16 92
28	55	17 29	14	50	8 65
6	49	4 23	3	25	2 11
28		14 00	11	10	7 00
45	50	26 10	23	25	13 05
56	12	40 14	28	06	20 07
31	07	17 28	15	58	8 64
12	06	7 32	6	03	3 62
614	08	332 18	308	02	166 16

The Great Atlantic and Pacific Tea Co., Jersey City, use over 200 Comptometers for adding sales reports, inventories, etc., from over 3,500 branch stores.

146.12	118.46	18.76
78.40	75.16	33.18
268.19	399.80	819.75
339.75	33.44	86.45
436.16	573.26	44.16
82.30	71.15	312.37
395.16	741.30	18.93
733.40	19.68	714.92
12.63	140.70	62.12
819.45	30.65	277.76
11.40	30.65	675.60
555.55	31.60	314.45
45.36	719.33	14.45
306.81	42.70	77.16
95.33	18.33	712.80
12.60	619.75	13.80
333.33	16.16	617.42
600.00	811.11	11.11
89.70	25.25	20.00
12.60	138.76	930.05

Great Western Sugar Co., Denver and branches use 70 Comptometers on all around work.

In the busy season they add over 115,000 items per day.

Gross Weight	Tare	Net
7840	2240	5600
6930	2320	4610
7580	2140	5440
6970	2200	4770
7560	2200	5360
8400	2120	6280
7540	2240	5300
7680	2130	5550
8430	2200	6230
7650	2320	5300
7460	2100	5550
7640	2110	6230
8760	2400	5350
6970	2360	5360
6840	2240	5530
8620	2460	6360
7880	2350	4610
8430	2160	6160
7940	2380	5530
8340	2070	6270

Swift & Co., Chicago, use 412 Comptometers. In one of their Comptometer Bureaus they handle 480 different jobs each month. The adding alone consists of over 400,000 columns of varying sizes.

43.25	38.55	95.70
17.50	324.73	24.55
58.75	56.24	39.87
64.20	584.53	43.75
59.50	738.27	74.79
42.63	85.46	65.45
21.56	72.54	87.00
32.45	498.43	48.54
83.67	367.58	53.67
42.73	853.49	85.90
27.45	27.50	97.45
89.34	493.73	73.69
76.55	58.75	59.43
25.30	273.64	40.95
72.34	568.24	54.65
39.44	978.25	75.34
85.25	34.23	87.25
37.53	353.30	46.54
46.39	774.38	73.93
87.50	65.20	25.75

The United Drug Company, Boston, are using 117 Comptometers in their various departments. The following is an average example of their addition work.

.02	5.00	63.82
.08	4.85	20.15
.51	27.45	25.46
.16	.40	5.00
.44	1.63	2.64
.29	.66	4.60
.91	16.58	10.88
.36	22.75	21.95
.34	22.49	24.60
.38	58.49	43.25
.22	97.45	3.78
.37	6.00	35.42
.04	12.05	.62
.47	55.25	1.86
.41	12.24	26.96
.09	1.78	.25
.18	84.40	37.37
.41	45.28	32.93
.20	2.86	29.93
.02	8.65	14.60

Fairmont Creamery Co., Omaha and branches, use 28 Comptometers. The home office uses 7 Comptometers to add their daily station reports which consist of about 45,000 items.

Pounds Cream	Pounds Butter Fat	Money
21	7.5	$2.75
23	8.3	3.25
23	9.4	3.67
34	6.3	2.38
40	13.6	5.30
18	6.7	2.63
16	5.3	2.00
58	23.2	9.05
27	7.3	2.85
34	13.3	5.25
79	37.9	14.78
74	27.4	9.69
81	27.5	9.75
80	24.	9.36
20	8.8	3.43
40	14.	5.46
34	9.2	4.37
20	3.4	1.35
49	16.2	6.32
41	12.3	4.80

Sargent & Company, New Haven hardware manufacturers, use 31 Comptometers.

Among other work they have over 13,000 items of additions daily.

Time Tkts.	Delivery Lists	Invoices
1.18	5.93	2.40
5.40	.64	16.50
6.50	3.20	3.78
2.80	73.28	19.22
.50	4.95	8.55
2.00	68.45	6.79
.76	1.20	32.45
3.14	7.80	7.50
.95	2.40	167.12
.75	6.18	14.32
1.35	3.25	25.60
1.85	1.25	18.75
2.30	2.10	3.95
1.10	1.95	21.10
.75	1.50	39.50
.90	2.30	5.55
1.00	1.85	3.70
4.50	3.15	111.80
1.50	1.25	6.75
2.15	.75	2.60

The Goodrich Co., Akron, Ohio, use 110 Comptometers on Daily Pay Roll work and Classification.

They add about 221,000 items per day.

4.65	8.37	7.83
5.40	5.26	2.65
3.75	4.39	3.94
8.67	9.83	3.89
9.50	2.74	4.73
7.65	3.59	5.94
4.68	8.73	3.78
3.50	6.57	5.66
4.50	7.39	3.79
6.45	5.34	4.53
3.75	8.24	2.48
4.10	4.79	7.94
3.67	8.53	5.83
4.55	5.95	5.99
4.85	7.42	4.27
6.40	5.70	5.46
5.70	4.25	2.54
3.75	3.94	4.39
9.46	5.49	4.95
5.23	4.22	2.42

Sears, Roebuck & Co., Chicago, the largest Mail Order House in the world, use 309 Comptometers.

They handle from fifty to sixty thousand bills a day.

1.40	.85	12.37
1.30	3.78	8.46
12.75	2.55	5.25
5.70	21.30	3.49
6.25	.94	.93
25.00	4.37	.48
4.16	8.75	14.27
.48	15.42	3.94
.67	.67	.76
2.15	1.48	5.37
3.24	4.45	9.28
4.66	.58	2.43
.75	7.24	23.84
3.86	12.35	7.56
4.14	2.73	2.45
.56	.19	.85
5.37	1.25	5.94
14.50	5.37	13.84
3.87	10.39	2.53
5.95	5.24	7.25

There are thousands of Comptometers being used in practical every day calculating work like:

Figuring and checking inventories
Figuring statistics and percentages
Totaling sales distribution
Totaling labor distribution
Extending stock requisitions
Denominating payroll
Extending material tickets
Figuring cost and sales distribution
Figuring job costs
Analysis of sales
Averaging accounts.

Pay Roll

45¼ hrs. at .35½ per hr.
4130 pcs. at .264 per C.
27½ days at $97.50 per month of 30 days.

Cost Work

Find percentage of total cost of:

Labor	**$331.10**
Paint	**175.50**
Masonry	**68.70**
Steel Work	**425.00**
Forging	**18.70**
Supt.	**48.00**

Find the cost of each:

1338 articles cost $194.74.

Find selling price:

Cost of goods $4.60
With overhead of 18% of selling price
With selling cost of 4% of selling price
With profit of 12% of selling price.

Billing Work

43⅛ yds. at $1.35½ yd.
1344 yds. at .09¾ yd.
less 5%

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13 5/12 doz. locks at $6.75 per doz.
less 60—10—5%

42360# coal at $7.65 net ton

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235 pcs. lumber 2″ x 8″ x 16′ at $54.00 M ft.

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23 steel beams 14′ 5″, weighing 28 lbs. per ft.
17 steel beams 13′ 2″, weighing 28 lbs. per ft.
at .03¼c per lb.

Miscellaneous

Interest:

$513.24 for 83 days at 5¾%

Sales:

Current month, $36,587.90
Last month, 34,954.50

What is % of increase?

Freight Bills:

540 lbs. at .27½c per 100 lbs.

In the following list are the names of only a scattered few of the thousands of satisfied users of the Comptometer in the United States and Canada. Any Comptometer salesman can supply the names of other users in your immediate locality.

Scovill Mfg. Co.	Waterbury, Conn.
C. Cowles & Co.	New Haven, Conn.
Remington Arms U. M. C. Co.	Bridgeport, Conn.
Colt's Patent Fire Arms Mfg. Co.	Hartford, Conn.
Graton & Knight Mfg. Co.	Worcester, Mass.
United Drug Co.	Boston, Mass.
Springfield Fire & Marine Insurance Co.	Springfield, Mass.
A. Hamburger & Sons, Inc.	Los Angeles, Cal.
O'Connor, Moffat & Co.	San Francisco, Cal.
Hale Bros., Inc.	Sacramento, Cal.
Hanford Produce Co.	Sioux City, Iowa
Harris-Emery Co.	Des Moines, Iowa
T. M. Sinclair & Co., Ltd.	Cedar Rapids, Iowa
French & Hecht	Davenport, Iowa
Indiana Bell Telephone Co.	Indianapolis, Ind.
Mishawaka Woolen Mfg. Co.	Mishawaka, Ind.
Columbian Enameling & Stamping Co.	Terre Haute, Ind.
Wayne Knitting Mills	Ft. Wayne, Ind.
Jeffrey Mfg. Co.	Columbus, Ohio
Republic Iron & Steel Co.	Youngstown, Ohio.
Sherwin-Williams Co.	Cleveland, Ohio
Kroger Grocery & Baking Co.	Cincinnati, Ohio
Goodyear Tire & Rubber Co.	Akron, Ohio
National Supply Co.	Toledo, Ohio
Timken Roller Bearing Co.	Canton, Ohio
Dayton Engineering Laboratories Co.	Dayton, Ohio
Jenckes Spinning Co.	Pawtucket, R. I.
Marshall-Wells Co.	Duluth, Minn.
Farwell, Ozmun, Kirk & Co.	St. Paul, Minn.
R. H. Macy & Co.	New York, N. Y.
T. H. Symington Co.	Rochester, N. Y.
Jacob Dold Packing Co.	Buffalo, N. Y.
Endicott-Johnson Corporation	Endicott, N. Y.
Rome Wire Co.	Rome, N. Y.
Cluett, Peabody & Co.	Troy, N. Y.
Oregon-Washington Ry. & Navigation Co.	Portland, Ore.
D. Pender Grocery Co.	Norfolk, Va.
American Locomotive Co.	Richmond, Va.
Prudential Insurance Co.	Newark, N. J.
Joseph Dixon Crucible Co.	Jersey City, N. J.
New York Belting & Packing Co.	Passaic, N. J.

Rhodes Bros., Inc.	Tacoma, Wash.
Spokane Dry Goods Co.	Spokane, Wash.
Frederick & Nelson, Inc.	Seattle, Wash.
Simmons Hardware Co.	St. Louis, Mo.
Topping Valuation Co.	Kansas City, Mo.
Lansburgh & Bro.	Washington, D. C.
Seaboard Air Line Railway Co.	Jacksonville, Fla.
Tallassee Mills	Tallassee, Ala.
Jones & Laughlin Steel Co.	Pittsburgh, Pa.
Sears, Roebuck & Co.	Philadelphia, Pa.
General Electric Co.	Erie, Pa.
Hudson Coal Co.	Scranton, Pa.
Lancaster Steel Products Corp.	Lancaster, Pa.
Bethlehem Steel Co.	Bethlehem, Pa.
Oklahoma Gas & Electric Co.	Oklahoma City, Okla.
Oklahoma Prod. & Ref. Corp. of America	Tulsa, Okla.
Popular Dry Goods Co.	El Paso, Texas
Nissley Creamery Co.	Ft. Worth, Texas
Electric Appliance Co. of Texas	Dallas, Texas.
Kirby Lumber Co.	Houston, Texas
A. B. Frank Co.	San Antonio, Texas
Marshall Field & Co.	Chicago, Ill.
H. Mueller Mfg. Co.	Decatur, Ill.
Emerson-Brantingham Co.	Rockford, Ill.
Ford Motor Co.	Detroit, Mich.
Berkey & Gay Furniture Co.	Grand Rapids, Mich.
Gilmore Bros.	Kalamazoo, Mich.
Albion Malleable Iron Co.	Albion, Mich.
Buick Motor Co.	Flint, Mich.
Davison-Paxon-Stokes Co.	Atlanta, Ga.
Southern Cotton Oil Co.	Savannah, Ga.
Cudahy Packing Co.	Wichita, Kans.
Symns Grocer Co.	Atchison, Kans.
A. G. Hill Grocery & Baking Co.	Nashville, Tenn.
J. Goldsmith & Sons Co.	Memphis, Tenn.
Walker Bros. Dry Goods Co.	Salt Lake City, Utah
Lewis, Hubbard Co.	Charleston, W. Va.
Hazel-Atlas Glass Co.	Wheeling, W. Va.
Maison-Blanche Co.	New Orleans, La.
American Appraisal Co.	Milwaukee, Wis.
Atlantic Coal Line R. R. System	Wilmington, N. C.
Standard Oil Co.	Baltimore, Md.
Belknap Hardware & Mfg. Co.	Louisville, Ky,
Colorado Fuel & Iron Co.	Denver, Colo.
David Spencer, Ltd.	Vancouver, B. C., Can.
R. Simpson Co.	Montreal, Que., Can.
J. R. Renaud & Co.	Quebec, Que., Can.
Imperial Oil, Ltd.	Halifax, N. S., Can.
James Richardson & Sons, Ltd.	Winnipeg, Man., Can.
P. Burns & Co., Ltd.	Calgary, Alta., Can.
Bryson-Graham Co., Ltd.	Ottawa, Ont., Can.
Swift Canadian Co., Ltd.	Toronto, Ont., Can.

Some examples taken from your own figure work

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FELT & TARRANT MFG. CO.
CONTROLLED KEY
COMPTOMETER
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CHICAGO, U.S.A.